

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**

☐ **STATE/LOCAL CANDIDATE**

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and Location: WOAI-TV, SAN ANTONIO, TX	Date: 9/2/2016
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I, Smart Media Group,
 being/on behalf of: Hurd for Congress 2016,
 a legally qualified candidate of the Republican
 political party for the office of: _____
 in the _____
 election to be held on: 9/2/2016
 do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
SEE ATTACHED					

Attach proposed schedule with charges (if available): \$8,512.75

I represent that the payment for the above described broadcast time has been furnished by:

Hurd for Congress 2016

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

9/2/2016

Date

Signature

To Be Signed By Station Representative

☒ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Printed Name

Title

FEDERAL CANDIDATE CERTIFICATION

In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:

I, Hurd for Congress 2016

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ does

☒ does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☐ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

signature of candidate or authorized committee

Hurd for Congress 2016

printed name

9/2/2016

date

AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF
CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
<h1>SEE ATTACHED</h1>					

Attach proposed schedule with charges (if available): \$8,512.75

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.



WOAI
4335 NW Loop 410
San Antonio, TX 78229

Smart Media Group-Alexandria
1427 Leslie Ave
Ste 100
Alexandria, VA 22301

Contract # 2620428
Schedule Dates 09/06/16-09/12/16
Advertiser Will Hurd for House of Representatives-R (93326)
Agency Smart Media Group-Alexandria (6613)
Product POLITICAL CANDIDATE (ns) (1186)
Brand REP/TX HOUSE OF REP/WILL HURD (659433)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Patricia,Dome,
Phone/Fax /
CPE HURT/ORDR/906912
Account Types National/Political Candidate Agency BRD
Billing Type Weekly/Irregular
Comments ORDER
NEW POLITICAL ORDER - PLS CF - THANKS

Date Entered 09/02/16
Last Modified 09/02/16
Entered By Kelsey Wilson
CO-OP No
Headline # ECR25249481
Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00
Commission \$1,502.25
Net Total \$8,512.75
Sales Tax

San Antonio (WOAI)		
By Broadcast Month	Spots	Rate
Sep. 2016	26	\$10,015.00
Grand Total:	26	\$10,015.00

*Paid via
Credit Card
9/1/2016*

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT (1-2.0)	09/09/16-09/09/16	5	:30	9A- NBC-The Today Show Hour 3							1		1	\$105.00	\$105.00	San Antonio (WOAI)	TODAY SHOW 2 -- pe	9/2/16
2.0	Normal Line / SPOT (1-2.0)	09/12/16-09/12/16	5	:30	9A- NBC-The Today Show Hour 3		1							1	\$105.00	\$105.00	San Antonio (WOAI)	TODAY SHOW 2 -- pe	9/2/16
3.0	Normal Line / SPOT (2-3.0)	09/12/16-09/12/16	5	:30	4P- 4:30P (CST)		1							1	\$175.00	\$175.00	San Antonio (WOAI)	JUDGE JUDY -- reject back to us	9/2/16
4.0	Normal Line / News (3-5.0)	09/09/16-09/09/16	5	:30	6A- News-News 4 WOAI at 6a							1		1	\$250.00	\$250.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 -- PE	9/2/16
5.0	Normal Line / News (3-5.0)	09/12/16-09/12/16	5	:30	6A- News-News 4 WOAI at 6a		1							1	\$250.00	\$250.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 -- PE reject back to us	9/2/16
6.0	Normal Line / SPOT (4-3.5)	09/09/16-09/09/16	5	:30	7A- NBC-The Today Show Hour 1 & 2							2		2	\$175.00	\$350.00	San Antonio (WOAI)	TODAY SHOW -- PE reject back to us	9/2/16
7.0	Normal Line / SPOT (4-3.5)	09/12/16-09/12/16	5	:30	7A- NBC-The Today Show Hour 1 & 2		2							2	\$175.00	\$350.00	San Antonio (WOAI)	TODAY SHOW -- reject back to us PE	9/2/16
8.0	Normal Line / News (6-4.5)	09/09/16-09/09/16	5	:30	6P- News-News 4 WOAI at 6p							1		1	\$400.00	\$400.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM -- reject back to us	9/2/16
9.0	Normal Line / News (6-4.5)	09/12/16-09/12/16	5	:30	6P- News-News 4 WOAI at 6p		1							1	\$400.00	\$400.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM -- reject back to us	9/2/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
		<i>KW</i>	<i>9/2/16</i>	

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WOAI
4335 NW Loop 410
San Antonio, TX 78229

Smart Media Group-Alexandria
1427 Leslie Ave
Ste 100
Alexandria, VA 22301

Contract # 2620428

Schedule Dates 09/06/16-09/12/16
Advertiser Will Hurd for House of Representatives-R (93326)
Agency Smart Media Group-Alexandria (6613)
Product POLITICAL CANDIDATE (ns) (1186)
Brand REP/TX HOUSE OF REP/WILL HURD (659433)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Patricia,Dome,
Phone/Fax /
CPE HURT/ORDR/906912
Account Types National/Political Candidate Agency BRD
Billing Type Weekly/Irregular
Comments ORDER
NEW POLITICAL ORDER - PLS CF - THANKS

Date Entered 09/02/16
Last Modified 09/02/16
Entered By Kelsey Wilson
CO-OP No
Headline # ECR25249481
Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00
Commission \$1,502.25
Net Total \$8,512.75
Sales Tax

San Antonio (WOAI)

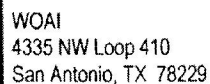
By Broadcast Month	Spots	Rate
Sep. 2016	26	\$10,015.00
Grand Total:	26	\$10,015.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
10.0	Normal Line / News (7-4.5)	09/10/16-09/10/16	5	:30	5P- News-News 4 WOAI at 5p Wknd							1		1	\$300.00	\$300.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO reject back to us	9/2/16
11.0	Normal Line / SPOT (8-3.5)	09/10/16-09/10/16	5	:30	10:30P- NBC-Saturday Night Live							1		1	\$450.00	\$450.00	San Antonio (WOAI)	SATURDAY NIGHT LIVE -- Pe	9/2/16
12.0	Normal Line / News (9-3.2)	09/09/16-09/09/16	5	:30	10P- News-News 4 WOAI at 10p					1				1	\$500.00	\$500.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM -- pe	9/2/16
13.0	Normal Line / News (9-3.2)	09/12/16-09/12/16	5	:30	10P- News-News 4 WOAI at 10p		1							1	\$500.00	\$500.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM -- pe	9/2/16
14.0	Normal Line / News (10-3.0)	09/10/16-09/10/16	5	:30	10P- News-News 4 WOAI at 10p Wknd							1		1	\$450.00	\$450.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM-S -- pe	9/2/16
15.0	Normal Line / SPOT (11-1.5)	09/10/16-09/10/16	5	:30	6P- Good Taste with Tanji Patton							1		1	\$90.00	\$90.00	San Antonio (WOAI)	GOOD TASTE WITH TANJ -- pe	9/2/16
16.0	Normal Line / SPOT (12-1.5)	09/10/16-09/10/16	5	:30	6:30P- The Texas Bucket List							1		1	\$90.00	\$90.00	San Antonio (WOAI)	THE TEXAS BUCKET LIS -- pe	9/2/16
17.0	Normal Line / Prime (13-5.0)	09/12/16-09/12/16	5	:30	7P- NBC-American Ninja Warrior (Monday)		2							2	\$2,000.00	\$4,000.00	San Antonio (WOAI)	AMERICAN NINJA WARRI reject back to us	9/2/16
18.0	Normal Line / Prime (14-5.0)	09/09/16-09/09/16	5	:30	7P- NBC-Americas Got Talent (Friday)						1			1	\$500.00	\$500.00	San Antonio (WOAI)	AMERICAS GOT TALENT -- reject back to us	9/2/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at <http://sbgi.net/?p=1224> to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



Smart Media Group-Alexandria
1427 Leslie Ave
Ste 100
Alexandria, VA 22301

Schedule Dates	09/06/16-09/12/16
Advertiser	Will Hurd for House of Representatives-R (93326)
Agency	Smart Media Group-Alexandria (6613)
Product	POLITICAL CANDIDATE (ns) (1186)
Brand	REP/TX HOUSE OF REP/WILL HURD (659433)
Salesperson	Millennium/DC, Washington DC (1108)
Sales Office	Millennium Washington DC
Buyer Name	Patricia,Dome,
Phone/Fax	/
CPE	HURT/ORDR/906912
Account Types	National/Political Candidate Agency BRD
Billing Type	Weekly/Irregular
Comments	ORDER NEW POLITICAL ORDER - PLS CF - THANKS

Date Entered	09/02/16
Last Modified	09/02/16
Entered By	Kelsey Wilson
CO-OP	No
Headline #	ECR25249481
Demo	A35+R
Order Type	Normal
Package Deal	
Commission %	15.00
Commission	\$1,502.25
Net Total	\$8,512.75
Sales Tax	

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Sep. 2016	26	\$10,015.00
Grand Total:	26	\$10,015.00

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted Station:

Date: _____

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at.. <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



125 West 55th St
New York, NY 10019

Contract # 25249481	Changes as of: 9/2/2016 at 2:41 PM	Version: Current State Version 2
CPE: HURTX/ORDR/906912	Flight: 9/6/16 - 9/12/16	Station: WOA! Total \$: \$10,015.00
Agency: Smart Media Group	Advertiser: HURD - TX CD-23	Market: San Antonio Total Spots: 26
1427 LESLIE AVE	Product: ORDER	Office: WASHINGTON Total CPP: \$120.08
SUITE #102	Agency Order #: 30046654	Primary Demo: Adults 35+ Total GRP: 83.4
ALEXANDRIA, VA	Buyer: Dome, Patricia	Con Type: POLITICAL/VOTE Traffic #: 2620428
22301	Salesperson: CHRISTIAN CAMBEIRO	Assistant: CHRISTIAN CAMBEIRO Separation:
	202-955-5342	

Comments: NEW POLITICAL ORDER - PLS CF - THANKS

#	Day/Time	DP	Program	Rate	A35P Rating	Len	9/6 - 9/12							Total Spots	Total \$	CPP	GRP
							9/6	9/7	9/8	9/9	9/10	9/11	9/12				
1	M-F 9a-10a		TODAY SHOW 2	\$105.00	2.0	30	0	0	0	1	0	0	1	2	\$210.00	\$52.50	4.0
2	M-F 4p-4:30p		JUDGE JUDY	\$175.00	3.0	30	0	0	0	0	0	0	1	1	\$175.00	\$58.33	3.0
3	M-F 6a-7a		NEWS SAN ANTONIO @ 6	\$250.00	5.0	30	0	0	0	1	0	0	1	2	\$500.00	\$50.00	10.0
4	M-F 7a-9a		TODAY SHOW	\$175.00	3.5	30	0	0	0	2	0	0	2	4	\$700.00	\$50.00	14.0
6	M-F 6p-6:30p		NEWS 4 WOA! @ 6PM	\$400.00	4.5	30	0	0	0	1	0	0	1	2	\$800.00	\$88.89	9.0
7	Sa 5p-5:30p		NEWS 4 SAN ANTONIO	\$300.00	4.5	30	0	0	0	0	1	0	0	1	\$300.00	\$66.67	4.5
8	Sa 10:30p-12m		SATURDAY NIGHT LIVE	\$450.00	3.5	30	0	0	0	0	1	0	0	1	\$450.00	\$128.57	3.5
9	M-F 10p-10:35p		NEWS 4 WOA! @ 10PM	\$500.00	3.2	30	0	0	0	1	0	0	1	2	\$1,000.00	\$156.25	6.4
10	Sa 10p-10:30p		NEWS 4 WOA! @ 10PM-S	\$450.00	3.0	30	0	0	0	0	1	0	0	1	\$450.00	\$150.00	3.0
11	Sa 6p-6:30p		GOOD TASTE WITH TANJ	\$90.00	1.5	30	0	0	0	0	1	0	0	1	\$90.00	\$60.00	1.5
12	Sa 6:30p-7p		THE TEXAS BUCKET LIS	\$90.00	1.5	30	0	0	0	0	1	0	0	1	\$90.00	\$60.00	1.5
13	M 7p-9p		AMERICAN NINJA WARRI	\$2,000.00	5.0	30	0	0	0	0	0	0	2	2	\$4,000.00	\$400.00	10.0
14	F 7p-9p		AMERICAS GOT TALENT	\$500.00	5.0	30	0	0	0	1	0	0	0	1	\$500.00	\$100.00	5.0
15	Sa 7p-9p		SATURDAY DATELINE MY	\$300.00	2.5	30	0	0	0	0	1	0	0	1	\$300.00	\$120.00	2.5
16	Sa 9p-10p		SNL ENCORES-NBC	\$300.00	2.5	30	0	0	0	0	1	0	0	1	\$300.00	\$120.00	2.5
17	M-Th 4:30a-4:59a		NEWS 4 @ 430AM	\$50.00	1.0	30	1	1	1	0	0	0	0	3	\$150.00	\$50.00	3.0
TOTALS:							1	1	1	7	7	0	9	26	\$10,015.00	\$120.08	83.4



125 West 55th St
New York, NY 10019

Contract # 25249481	Changes as of: 9/2/2016 at 2:41 PM	Version: Current State Version 2
CPE: HURTX/ORDR/906912	Flight: 9/6/16 - 9/12/16	Station: WOAI
Agency: Smart Media Group	Advertiser: HURD - TX CD-23	Market: San Antonio
1427 LESLIE AVE	Product: ORDER	Office: WASHINGTON
SUITE #102	Agency Order #: 30046654	Primary Demo: Adults 35+
ALEXANDRIA, VA	Buyer: Dome, Patricia	Con Type: POLITICAL/VOTE
22301	Salesperson: CHRISTIAN CAMBEIRO	Assistant: CHRISTIAN CAMBEIRO
	202-955-5342	Separation:
		Total \$: \$10,015.00
		Total Spots: 26
		Total CPP: \$120.08
		Total GRP: 83.4
		Traffic #: 2620428

Special Instructions

Order Level Comments		
Date/Time	Added by	Comment
09/02/16 2:41 PM	Todd Keel	mgs/pgm changes line 7 9/10 NA (no news airing) offer Sat 7-8p Am Got Talent 9/10 line 14 9/9 NA offer Fr 7-8p Stand Up to Cancer 9/9 line 15 9/10 NA offer Sat 7-8p Am Got Talent 9/10 line 16 9/10 NA offer Sat 9-10p Aquarius 9/10
09/02/16 2:37 PM	Todd Keel	rates need increasing due to LUR/Gallego line 2 9/12 \$400 line 3 9/12 \$500 line 4 9/9, 9/12 \$400 line 6 9/9, 9/12 \$900 line 13 9/12 \$4000 each
07/20/16 10:35 AM	CHRISTIAN CAMBEIRO	HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT
07/20/16 10:35 AM	CHRISTIAN CAMBEIRO	HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT

Competitive Information	
Market Budget:	\$41,729
WOAI Share:	24%
Comment:	
KABB:	11%
KENS:	29%
KSAT:	36%

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	26	\$10,015.00	\$120.08	83.4
Total	100%	26	\$10,015.00	\$120.08	83.4

Monthly Summary		
Month	Spots	Dollars
2016-Sep	26	\$10,015.00
Total	26	\$10,015.00

Transaction History								
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Makegood 2	9/2/16 2:41 PM	Todd Keel	Sent To Rep			\$0	\$10,015.00	
Makegood 1	9/2/16 2:37 PM	Todd Keel	Sent To Rep			\$0	\$10,015.00	
Queued for Electronic Contracting	7/20/16 11:10 AM					\$0	\$0	
Revision	7/20/16 10:35 AM	CHRISTIAN CAMBEIRO	Confirmed			\$0	\$10,015.00	Changes: Competitive Market Budget from \$78,104 to \$41,729, Comments from HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT to NEW POLITICAL ORDER - PLS CF - THANKS, User Entered \$ from \$0.00 to \$10,015.00. 3 buylines added or modified.
New	7/20/16 10:21 AM	CHRISTIAN CAMBEIRO	New	26		\$10,015.00	\$10,015.00	

Non-Discrimination Policy

PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR

Printed on 09/02/2016 at 02:46 PM



125 West 55th St
New York, NY 10019

Contract # 25249481	Changes as of: 9/2/2016 at 2:41 PM	Version: Current State Version 2	
CPE: HURTX/ORDR/906912	Flight: 9/6/16 - 9/12/16	Station: WOA1	Total \$: \$10,015.00
Agency: Smart Media Group	Advertiser: HURD - TX CD-23	Market: San Antonio	Total Spots: 26
1427 LESLIE AVE	Product: ORDER	Office: WASHINGTON	Total CPP: \$120.08
SUITE #102	Agency Order #: 30046654	Primary Demo: Adults 35+	Total GRP: 83.4
ALEXANDRIA, VA	Buyer: Dome, Patricia	Con Type: POLITICAL/VOTE	Traffic #: 2620428
22301	Salesperson: CHRISTIAN CAMBEIRO 202-955-5342	Assistant: CHRISTIAN CAMBEIRO 202-955-5342	Separation:

ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.